

# Coastal Roots Farm

## FINANCIAL STATEMENTS

Years Ended September 30, 2023 and 2022

# COASTAL ROOTS FARM

## Financial Statements

Years Ended September 30, 2023 and 2022

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## INDEPENDENT AUDITOR'S REPORT

To the Board of Directors  
Coastal Roots Farm  
Encinitas, California

### Opinion

We have audited the accompanying financial statements of Coastal Roots Farm (a nonprofit organization), which comprise the statements of financial position as of September 30, 2023 and 2022, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Coastal Roots Farm as of September 30, 2023 and 2022, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

### Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Coastal Roots Farm and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Coastal Roots Farm's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

### Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

## INDEPENDENT AUDITOR'S REPORT, CONTINUED

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Coastal Roots Farm's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Coastal Roots Farm's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

*Aldrich CPAs + Advisors LLP*

San Diego, California  
February 5, 2024

**COASTAL ROOTS FARM**  
**Statements of Financial Position**  
September 30, 2023 and 2022

<b>ASSETS</b>	<u>2023</u>	<u>2022</u>
Current Assets:		
Cash	\$ 621,908	\$ 703,258
Accounts receivable	380	767
Current portion of promises to give	99,617	33,667
Prepaid expenses	<u>4,108</u>	<u>5,554</u>
Total Current Assets	726,013	743,246
Property and Equipment, net of accumulated depreciation	<u>233,092</u>	<u>196,486</u>
Total Assets	<u>\$ 959,105</u>	<u>\$ 939,732</u>
<b>LIABILITIES AND NET ASSETS</b>		
Current Liabilities:		
Accounts payable	\$ 49,860	\$ 39,981
Accrued expenses	<u>166,111</u>	<u>159,795</u>
Total Liabilities	215,971	199,776
Net Assets:		
Without donor restrictions	626,341	592,502
With donor restrictions	<u>116,793</u>	<u>147,454</u>
Total Net Assets	<u>743,134</u>	<u>739,956</u>
Total Liabilities and Net Assets	<u>\$ 959,105</u>	<u>\$ 939,732</u>

**COASTAL ROOTS FARM****Statement of Activities**

Year Ended September 30, 2023

	Without Donor Restrictions	With Donor Restrictions	Total
Revenue and Support:			
Contributions	\$ 1,351,370	\$ 742,564	\$ 2,093,934
Contributed nonfinancial assets	580,184	-	580,184
Farm income	574,680	-	574,680
Loss on disposal	(1,990)	-	(1,990)
Net assets released from restrictions	773,225	(773,225)	-
Total Revenue and Support	3,277,469	(30,661)	3,246,808
Expenses:			
Program services:			
Education	1,432,183	-	1,432,183
Production	1,162,680	-	1,162,680
Other programs	132,132	-	132,132
Total Program Services	2,726,995	-	2,726,995
Supporting services:			
Management and general	296,510	-	296,510
Fundraising	220,125	-	220,125
Total Supporting Services	516,635	-	516,635
Total Expenses	3,243,630	-	3,243,630
Change in Net Assets	33,839	(30,661)	3,178
Net Assets, beginning	592,502	147,454	739,956
Net Assets, ending	\$ 626,341	\$ 116,793	\$ 743,134

**COASTAL ROOTS FARM****Statement of Activities**

Year Ended September 30, 2022

	Without Donor Restrictions	With Donor Restrictions	Total
Revenue and Support:			
Contributions	\$ 1,168,214	\$ 446,853	\$ 1,615,067
Farm income	518,342	-	518,342
Contributed nonfinancial assets	455,411	-	455,411
Paycheck Protection Program loan forgiveness	249,190	-	249,190
Loss on disposal	(5,728)	-	(5,728)
Net assets released from restrictions	599,053	(599,053)	-
Total Revenue and Support	2,984,482	(152,200)	2,832,282
Expenses:			
Program services:			
Production	1,093,991	-	1,093,991
Education	1,056,777	-	1,056,777
Other programs	107,684	-	107,684
Total Program Services	2,258,452	-	2,258,452
Supporting services:			
Management and general	243,197	-	243,197
Fundraising	186,729	-	186,729
Total Supporting Services	429,926	-	429,926
Total Expenses	2,688,378	-	2,688,378
Change in Net Assets	296,104	(152,200)	143,904
Net Assets, beginning	296,398	299,654	596,052
Net Assets, ending	\$ 592,502	\$ 147,454	\$ 739,956

**COASTAL ROOTS FARM**  
**Statement of Functional Expenses**  
Year Ended September 30, 2023

	Program Services			Supporting Services		Total
	Education	Production	Other Programs	Management and General	Fundraising	
Payroll and related expenses	\$ 926,697	\$ 704,648	\$ 128,070	\$ 220,672	\$ 196,667	\$ 2,176,754
In-kind rent	275,477	292,896	-	-	-	568,373
Supplies	48,195	44,016	150	-	547	92,908
Other	53,426	13,738	951	17,462	454	86,031
Consulting	27,627	1,800	1,131	26,677	275	57,510
Depreciation	3,383	42,801	-	885	-	47,069
Insurance	9,132	13,489	-	11,204	2,716	36,541
Repairs and maintenance	7,045	22,106	26	395	23	29,595
Common area maintenance	23,691	4,867	-	535	-	29,093
Marketing	23,960	249	515	-	524	25,248
Utilities	2,661	13,517	-	2,251	-	18,429
Bank fees	13,310	2,304	-	548	1,565	17,727
Meal and entertainment	3,832	268	147	8,817	4,579	17,643
Professional fees	8,758	340	-	2,850	750	12,698
Conference	375	236	340	-	11,532	12,483
System support	2,049	1,266	802	4,030	475	8,622
Office	919	2,528	-	184	18	3,649
Cost of goods sold	1,609	1,242	-	-	-	2,851
Taxes	37	369	-	-	-	406
Total Expenses	\$ 1,432,183	\$ 1,162,680	\$ 132,132	\$ 296,510	\$ 220,125	\$ 3,243,630

See accompanying notes to financial statements.



**COASTAL ROOTS FARM****Statement of Functional Expenses**

Year Ended September 30, 2022

	Program Services			Supporting Services		Total
	Production	Education	Other Programs	Management and General	Fundraising	
Payroll and related expenses	\$ 711,772	\$ 669,757	\$ 101,706	\$ 184,801	\$ 155,028	\$ 1,823,064
In-kind rent	234,014	211,160	-	-	-	445,174
Supplies	38,113	53,189	-	-	173	91,475
Other	14,715	51,137	1,711	4,794	6,723	79,080
Consulting	2,413	16,601	1,943	24,222	2,925	48,104
Depreciation	39,124	-	-	4,145	-	43,269
Insurance	9,017	6,239	-	11,100	2,029	28,385
Marketing	1,727	20,171	906	-	1,124	23,928
Repairs and maintenance	18,223	384	234	4,473	-	23,314
Utilities	15,728	2,454	-	2,292	-	20,474
Bank fees	2,959	11,288	100	1,211	2,331	17,889
Meal and entertainment	551	2,028	-	1,791	9,562	13,932
System support	2,045	2,264	859	4,013	1,284	10,465
Conference	-	3,058	-	-	3,705	6,763
Professional fees	330	3,599	-	-	1,845	5,774
Office	2,877	786	225	188	-	4,076
Cost of goods sold	338	2,662	-	-	-	3,000
Taxes	45	-	-	167	-	212
Total Expenses	\$ <u>1,093,991</u>	\$ <u>1,056,777</u>	\$ <u>107,684</u>	\$ <u>243,197</u>	\$ <u>186,729</u>	\$ <u>2,688,378</u>

See accompanying notes to financial statements.

## COASTAL ROOTS FARM

### Statements of Cash Flows

Years Ended September 30, 2023 and 2022

	2023	2022
Cash Flows from Operating Activities:		
Change in net assets	\$ 3,178	\$ 143,904
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	47,069	43,269
Loss on disposal of property and equipment	1,990	5,728
Paycheck Protection Program loan forgiveness	-	(249,190)
Noncash property and equipment additions	-	(3,023)
Changes in operating assets and liabilities:		
Accounts receivable	387	604
Promises to give	(65,950)	19,887
Prepaid expenses	1,446	2,064
Accounts payable	9,879	15,298
Accrued expenses	6,316	30,708
Net Cash Provided by Operating Activities	4,315	9,249
Cash Flows Used by Investing Activities:		
Purchases of property and equipment	(85,665)	(37,134)
Net Decrease in Cash	(81,350)	(27,885)
Cash, beginning	703,258	731,143
Cash, ending	\$ 621,908	\$ 703,258

## COASTAL ROOTS FARM

### Notes to Financial Statements

Year Ended September 30, 2023 and 2022

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#### Note 1 - Organization and Summary of Significant Accounting Policies

##### Nature of Activities

Coastal Roots Farm (the Farm) was formed as a tax exempt organization on October 17, 2014, and began operations on January 1, 2016. The Farm's mission is to cultivate healthy, connected communities by integrating sustainable agriculture, food justice, and ancient Jewish wisdom. The Farm is sustained by contributed income connected to its impact initiatives, Regenerative Agriculture, Equitable Food Access, Environmental Education, and Jewish Life.

##### Financial Statement Presentation

The financial statements of the Farm have been prepared in accordance with generally accepted accounting principles (US GAAP), which require the Farm to report information regarding its financial position and activities according to the following net asset classification:

Net assets without donor restrictions – Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the Farm. These net assets may be used at the discretion of the Farm's management.

Net assets with donor restrictions – Net assets subject to stipulations imposed by donors, and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Farm or by the passage of time. Other donor restrictions are perpetual in nature, whereby the donor has stipulated the funds be maintained in perpetuity. The Farm did not have any donor restrictions that were perpetual in nature for the years ended September 30, 2023 and 2022.

Donor restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets are reclassified from net assets with donor restrictions to net assets without donor restrictions in the statement of activities.

##### Use of Estimates

The preparation of the financial statements in conformity with US GAAP requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

##### Accounts Receivable

The accounts receivable arise in the normal course of operations. It is the policy of management to review the outstanding accounts receivable at the end of the period, as well as the bad debt write-offs experienced in the past, and establish an allowance for doubtful accounts for uncollectible amounts. No allowance was considered necessary at September 30, 2023 and 2022, respectively, because management believes all amounts are collectible.

##### Unconditional Promises to Give

Promises to give that are expected to be collected within one year are recorded at their net realizable value. Promises to give that are expected to be collected in future years are discounted to their estimated net present value. After promises to give are originally recorded, an allowance for uncollectible promises to give may be established based on specific circumstances.

##### Property and Equipment

The Farm capitalizes all expenditures for property and equipment in excess of \$2,000. Equipment and improvements are recorded at cost or at estimated fair value at date of gift if donated. Expenditures for maintenance and repairs are charged against operations. Depreciation is provided on a straight-line basis over the estimated useful lives of the assets of five to seven years.

## COASTAL ROOTS FARM

### Notes to Financial Statements

Year Ended September 30, 2023 and 2022

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#### Note 1 - Organization and Summary of Significant Accounting Policies, continued

##### Revenue Recognition

The Farm recognizes revenue in a manner that depicts the transfer of promised goods or services to customers in an amount that reflects the consideration to which the Farm expects to be entitled in exchange for those goods or services.

The Farm earns revenue from contracts with customers through farm income which is comprised of revenues from the farm stand, composting, camps, and community events. Revenues are accounted for under ASC Topic 606. The Farm recognizes revenue from contracts with customers when its performance obligations are satisfied, regardless of the period in which it is billed. This is typically at the point in time when the performance obligation is completed. Sales contain a single delivery element and revenue is recognized at a single point in time when ownership, risks and rewards transfer.

Contributions received are recorded as net assets without donor restrictions or net assets with donor restrictions, depending on the existence and/or nature of any donor-imposed restrictions. Donor restricted contributions are reported as an increase in net assets with donor restrictions, depending on the nature of restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions. Contributions received with donor-imposed restrictions that are satisfied within the same reporting period are reported as support without donor restrictions and increase net assets without donor restrictions.

##### Contributed Materials, Equipment and Services

Donated materials and equipment, with significant determinable values, are reflected as contributions in the accompanying financial statements at their estimated fair values at date of receipt. Such items are capitalized or charged to operations as appropriate. The Farm receives donated services from unpaid volunteers who assist in program services. No amounts have been recognized in the statements of activities for these services because the criteria for recognition as contributions of such volunteer efforts have not been satisfied. The fair market values of contributed professional services are reported as support and expense in the period in which the services are performed.

##### Fair Value Measurements

The Farm defines fair value as the exchange price that would be received for an asset or paid for a liability in the principal or most advantageous market. The Farm applies fair value measurements to assets and liabilities that are required to be recorded at fair value under generally accepted accounting principles. Fair value measurement techniques maximize the use of observable inputs and minimize the use of unobservable inputs and are categorized in a fair value hierarchy based on the transparency of inputs. The three levels are defined as follows:

Level 1 – Inputs to the valuation methodology are quoted prices (unadjusted) for identical assets or liabilities in active markets.

Level 2 – Inputs to the valuation methodology include quoted prices for similar assets or liabilities in active markets, and inputs that are observable for the asset or liability, either directly or indirectly, for substantially the same term of the financial instrument.

Level 3 – Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

A financial instrument's categorization within the valuation hierarchy is based upon the lowest level of input that is significant to the fair value measurement.

As a practical expedient, certain financial instruments may be valued using net asset value (NAV) per share. NAV is the amount of net assets attributable to each share of outstanding capital stock at the end of the period.

The carrying value of cash, receivables, and payables approximates fair value as of September 30, 2023, due to the relative short maturities of these instruments.

## COASTAL ROOTS FARM

### Notes to Financial Statements

Year Ended September 30, 2023 and 2022

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#### Note 1 - Organization and Summary of Significant Accounting Policies, continued

##### Income Taxes

The Farm is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code and from California franchise and income tax under section 23701(d) of the Revenue and Taxation code. However, the Farm remains subject to taxes on any net income which is derived from a trade or business regularly carried on and unrelated to its exempt purpose.

The Farm follows accounting standards generally accepted in the United States of America related to the recognition of uncertain tax positions. The Farm recognizes accrued interest and penalties associated with uncertain tax positions as part of the statement of activities, when applicable. Management has determined that the Farm has no uncertain tax positions at September 30, 2023 and 2022 and therefore no amounts have been accrued.

The Farm files income tax returns in the United States and various state and local jurisdictions.

##### Functional Allocation of Expenses

The financial statements report certain categories of expenses that are attributable to more than one program or supporting function. Therefore, these expenses require allocation on a reasonable basis that is consistently applied. Payroll and related expenses and in-kind consulting services are allocated based off time and effort. All other expenses are broken out by accounts and can be directly charged to the appropriate function based on actual expenses.

##### Subsequent Events

The Farm has evaluated subsequent events through February 5, 2024, which is the date the financial statements were available to be issued.

#### Note 2 - Concentrations

The Farm maintains cash accounts at various financial institutions. The balances at times may exceed Federal Deposit Insurance Corporation (FDIC) limits. Accounts at each financial institution are insured by the FDIC up to \$250,000.

#### Note 3 - Liquidity and Availability

The following reflects the Farm's financial assets as of the statement of financial position date, reduced by amounts not available for general use due to contractual or donor-imposed restriction within one year of the statement of financial position date.

	2023	2022
Financial assets at year end:		
Cash	\$ 621,908	\$ 703,258
Accounts receivable	380	767
Promises to give	99,617	33,667
	<hr/>	<hr/>
Total Financial Assets	721,905	737,692
Less amounts not available to be used within one year:		
Restricted by donor with purpose or time restrictions	116,793	147,454
	<hr/>	<hr/>
Financial assets available to meet cash needs for general expenditures within one year	\$ <u>605,112</u>	\$ <u>590,238</u>

## COASTAL ROOTS FARM

### Notes to Financial Statements

Year Ended September 30, 2023 and 2022

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#### Note 3 - Liquidity and Availability, continued

The Farm has certain donor-restricted assets limited to use for programs or specific purpose which are ongoing, major and central to its annual operations which are available to meet cash needs for general expenditures for those programs and purposes within one year in the normal course of operations. For purposes of analyzing resources available to meet general expenditures over a 12-month period, the Farm considers all expenditures related to its ongoing activities to be general expenditures.

The Farm manages its liquidity and reserves through maintaining and reviewing budget to actual amounts and forecasted cash flows on a regular basis. The Farm also operates within a prudent range of financial soundness and stability and constantly maintains adequate liquid assets to fund near term operating needs.

#### Note 4 - Promises to Give

Promises to give consist of the following:

	2023	2022
Receivable in less than one year	\$ 99,617	\$ 33,667

No allowance was considered necessary at September 30, 2023 and 2022, respectively, because management believes that all amounts are collectible. No discount was considered necessary at September 30, 2023 and 2022 due to the minimal effect it would have on the financial statements.

#### Note 5 - Property and Equipment

Property and equipment consist of the following:

	2023	2022
Machinery and equipment	\$ 400,671	\$ 315,496
Other	45,254	46,754
	<u>445,925</u>	<u>362,250</u>
Less accumulated depreciation	(212,833)	(165,764)
	<u>\$ 233,092</u>	<u>\$ 196,486</u>

#### Note 6 - Contribution Nonfinancial Assets

Contributed nonfinancial assets recognized within the statement of activities include:

	2023	2022
Rent	\$ 568,373	\$ 445,174
Food and beverage	11,811	7,214
Vehicles	-	3,023
Total contributed nonfinancial assets	<u>\$ 580,184</u>	<u>\$ 455,411</u>

The Farm recognized contributed nonfinancial assets within revenue, including rent, food and beverage, and vehicles. Unless otherwise noted, contributed nonfinancial assets did not have donor-imposed restrictions.

Contributed rent includes leasable real property that was utilized for program services. The Farm has recognized contributed rent equal to the fair market value of this rent for real property.

## COASTAL ROOTS FARM

### Notes to Financial Statements

Year Ended September 30, 2023 and 2022

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#### Note 6 - Contribution Nonfinancial Assets, continued

Contributed food and beverage were utilized for supporting services. In valuing food and beverage, the Farm estimated the fair value on the basis of comparable sales prices. Contributed food and beverage are included in meal and entertainment expense on the statements of functional expenses.

Contributed vehicles were utilized for program and supporting services. The Farm has recognized contributed vehicles equal to the fair market value for similar vehicles.

In addition to amounts recognized in the statements of activities, management estimates the Farm received approximately 4,211 and 1,977 volunteer hours for the years ended September 30, 2023 and 2022, respectively.

#### Note 7 - Restrictions on Net Assets

Net assets with donor restrictions consist of the following:

	2023	2022
Purpose restrictions:		
Education programs	\$ 35,583	\$ 71,264
Farm production	53,210	6,000
Distribution program	28,000	65,190
	<u>116,793</u>	<u>142,454</u>
Time restricted:		
General operating	-	5,000
	<u>\$ 116,793</u>	<u>\$ 147,454</u>

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purpose or by occurrence of the passage of time or other events specified by the donors as follows:

	2023	2022
Purpose restrictions:		
Education programs	\$ 321,396	\$ 287,780
Farm production	267,429	85,217
Distribution program	149,400	130,972
Vehicles and equipment	30,000	15,084
	<u>768,225</u>	<u>519,053</u>
Time restricted:		
General operating	5,000	80,000
	<u>\$ 773,225</u>	<u>\$ 599,053</u>

#### Note 8 - Note Payable

On February 1, 2021, the Small Business Administration (SBA) approved a second loan under the Paycheck Protection Program (PPP) of the Coronavirus Aid, Relief and Economic Security (CARES) Act in the amount of \$249,190. The loan was forgiven in full on June 13, 2022 and is included in PPP loan forgiveness in the statement of activities.